

**PURCHASERS' QUESTIONNAIRE**  
**PRODUCT FROM COUNTRY**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than INSERT DATE**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its **countervailing duty/antidumping** review investigation concerning **PRODUCT** from **COUNTRY** (inv. No. xxx (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from **ECONOMIST** (202-205-xxxx).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased **PRODUCT** (as defined in the instruction booklet) since **DATE OF ORDER**?

**G NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**G YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this review in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average **XX** hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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- I-3. Is your firm owned, in whole or in part, by any other firm?

**G** No                      **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from **COUNTRY** to the United States?

**G** No                      **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of **PRODUCT**?

**G** No      **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **PRODUCT**.

<i>(Quantity in SPECIFY UNITS, value in \$1,000)</i>		
Item	1997	1998
<b>PURCHASES FROM U.S. PRODUCERS:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>PURCHASES FROM COUNTRY:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>PURCHASES FROM ALL OTHER COUNTRIES:<sup>1</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<sup>1</sup> Please identify these countries: _____		

II-2. If the relative levels of your firm's purchases of **PRODUCT** from different country sources (both domestic and foreign) have changed since **YEAR OF ORDER**, please explain the reason(s), noting the country of origin of the product in your response.

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_____

**PART II.--PURCHASES--Continued**

II-3. If your firm has purchased **PRODUCT** from only one country, please explain the reasons for doing so.

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II-4. a) Did your firm purchase **PRODUCT** from **COUNTRY** before **YEAR OF ORDER**, the year of the **countervailing duty order/antidumping duty order**?

**G** No      **G** Yes

b) Did your firm continue to purchase **PRODUCT** from **COUNTRY** after **YEAR OF ORDER**?

**G** No      **G** Yes

If no, did your firm stop buying **PRODUCT** from **COUNTRY** because of the **countervailing duty order/antidumping duty order**?

**G** No      **G** Yes

If the existence of the **countervailing duty order/antidumping duty order** was not the reason that your firm stopped purchasing **PRODUCT** from **COUNTRY**, please explain the reasons for the change in your purchasing.

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c) Did your firm **reduce** the amount of **PRODUCT** from **COUNTRY** that it purchased after **YEAR OF ORDER**?

**G** No      **G** Yes

If yes, did your firm reduce its purchases of **PRODUCT** from **COUNTRY** because of the **countervailing duty order/antidumping duty order**?

**G** No      **G** Yes

If the existence of the **countervailing duty order/antidumping duty order** was not the reason that your firm reduced its purchases of **PRODUCT** from **COUNTRY**, please explain the reasons for the change in your purchasing.

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**PART II.--PURCHASES--Continued**

- II.5. a) Did your firm increase its purchases of **PRODUCT** from nonsubject countries (i.e., countries not subject to a **countervailing duty order/antidumping duty order**) following the imposition of the **countervailing duty order/antidumping duty order** on imports of **PRODUCT** from **COUNTRY**?

**G** No

**G** Yes

- b) If yes, did your firm increase its purchases of **PRODUCT** from nonsubject countries because of the **countervailing duty order/antidumping duty order** on imports of **PRODUCT** from **COUNTRY**?

**G** Yes

**G** No--Please list the reasons for the increase in purchases from nonsubject countries.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

- III-1. Which of the following best describe your firm in its handling of **PRODUCT**?

**G** Distributor

**G** End user

**G** Other (Please list) \_\_\_\_\_

- III-2. If your firm is a distributor or reseller of **PRODUCT**, what are the major types of consumers to which you sell **PRODUCT**?

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- III-3. What, if anything, differentiates the **PRODUCT** you sell from that of your direct competitors?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

- III-4. List, in order of quantity of **PRODUCT** consumed, the top 5 end-use products for which your firm purchases **PRODUCT** as a component part or material input. Please indicate what percentage of the total cost is accounted for by **PRODUCT**.

<u>End use product</u>	<u>Percent of cost accounted for by <b>PRODUCT</b></u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

- III-5. Have there been any changes in the end uses of **PRODUCT** since **YEAR OF ORDER**, the year of the **countervailing duty order/antidumping duty order** for **PRODUCT** from **COUNTRY**? Yes \_\_\_\_ No \_\_\_\_\_. If yes, please discuss the changes, noting the time period during which they occurred.

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- III-6. If your firm is an end user of **PRODUCT**, has the demand for your firm's final products incorporating **PRODUCT** changed since **YEAR OF ORDER** for **PRODUCT** from **COUNTRY**?

**G** No

**G** Yes--Please indicate the direction of change and identify the major factors that have contributed to this change.

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- III-7. Describe the ways in which any changes in demand for your firm's final products have affected your firm's purchases of **PRODUCT**. Please specify the time period to which you are referring in your response.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-8. Do substitutes exist for the end-use products listed previously?

**G** Yes

**G** No

If yes, please identify below any such substitutes and explain the effect of any such substitutes on your sales of the listed end-use products and on your purchases of **PRODUCT**.

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III-9. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced **PRODUCT** in the U.S. market since **YEAR OF ORDER**. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-10. a) How has the demand within the United States (and outside the United States, if known) for **PRODUCT** changed since **YEAR OF ORDER**? What were the principal factors affecting changes in demand?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

- III-10. b) Please discuss any anticipated changes in **PRODUCT** demand in the United States and, if known, the rest of the world in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-11. What do you think will be the likely effects of any revocation of the **countervailing duty order/antidumping duty order** for imports of **PRODUCT** from **COUNTRY**? As appropriate, please discuss any potential effects of revocation of the **countervailing duty order/antidumping duty order** on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. Market: \_\_\_\_\_

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- III-12. a) Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss **PRODUCT** demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from **YEAR OF ORDER** to the present and forecasts of these demand data.

b) If you are not able to provide the requested information on **PRODUCT** demand, please provide, to the extent possible, similar information on the demand for each of the major downstream products that contain **PRODUCT**. These downstream products may be intermediate and/or final products. Of particular interest is such data on an annual basis from **YEAR OF ORDER** to the present and forecasts of these demand data.



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. a) Are there other products that could be substituted for **PRODUCT** in its end uses?

**G** No

**G** Yes--Please identify such substitutes. If multiple end uses exist for **PRODUCT**, please discuss potential substitutes for each of the end uses.

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b) Have there been any changes in the number or type of products that can be substituted for **PRODUCT** since **YEAR OF ORDER** concerning imports from **COUNTRY**? Yes \_\_\_\_  
No \_\_\_\_\_. If, yes, please explain.

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III-14. Since January 1, 1997, have prices for these alternate products increased, decreased, or remained the same relative to those for **PRODUCT**? Have changes in these relative prices caused your firm to shift purchases from **PRODUCT** to the alternate products or vice versa?

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III-15. a) Since **YEAR OF ORDER**, has there been a significant change in the types of customers that purchase your firm's final products incorporating **PRODUCT**? If so, please describe these customers and the extent of the shift, noting the time period when the change occurred.

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b) Please discuss any changes that you anticipate in the future in the types of customers that purchase your firm's final products. Identify the future time period covered in your response and discuss the factors that you believe would cause any such changes.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III.16. a) What percent of your firm's 1998 purchases of **PRODUCT** were made in conjunction with "Buy American" policies? \_\_\_\_\_ percent

b) Since **YEAR OF ORDER**, have there been any changes in the amount of "Buy American" purchases? If yes, please explain.

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III.17. a) Is the **PRODUCT** market subject to business cycles and conditions of competition distinctive to the **PRODUCT** industry? If yes, please explain and provide estimates of the duration of any such cycle.

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b) Has the emergence of new markets for **PRODUCT** since **YEAR OF ORDER** affected the business cycle for **PRODUCT**? If yes, please explain any such changes.

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III-18. Who are your major competitors?

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III-19. Do you also compete for sales to your customers with the manufacturers or importers from which you purchase **PRODUCT**?

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III-20. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving **PRODUCT** based on the country of origin of the **PRODUCT** you purchase?

Your firm:                    **G** Always      **G** Usually      **G** Sometimes      **G** Never

Your customers:           **G** Always      **G** Usually      **G** Sometimes      **G** Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving **PRODUCT** based on the producer of the **PRODUCT** you purchase?

Your firm:	<b>G</b> Always	<b>G</b> Usually	<b>G</b> Sometimes	<b>G</b> Never
Your customers:	<b>G</b> Always	<b>G</b> Usually	<b>G</b> Sometimes	<b>G</b> Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

\_\_\_\_\_

Your customers: \_\_\_\_\_

\_\_\_\_\_

III-22. a) How frequently do you make purchases (daily, weekly, monthly, irregularly)?

\_\_\_\_\_

b) Do you purchase larger volumes of **PRODUCT** during certain seasons or at certain points in the year, or is the quantity purchased by your firm consistent throughout the year? Please explain.

\_\_\_\_\_

\_\_\_\_\_

III-23. a) Has your firm's purchasing pattern changed significantly since **YEAR OF ORDER**? If so, please explain, noting the time period to which you are referring in your response.

\_\_\_\_\_

\_\_\_\_\_

b) Do you expect this purchasing pattern to change in the next two years? Yes \_\_\_\_ No \_\_\_\_\_. If yes, how and why do expect these changes to occur?

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-24. a) How many suppliers do you generally contact before making a purchase?

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b) Do you expect new **PRODUCT** suppliers to enter the market in the future? Yes \_\_\_\_ No \_\_\_\_  
(Check one). If yes, please provide details, noting the specific future time period in your response.

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III-25. a) Do purchases of **PRODUCT** usually involve negotiations between supplier and purchaser? If so, please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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b) Does your firm tend to vary its purchases from a given supplier (within a given quarter) based on the price offered for that quarter?

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III-26. How frequently do you change suppliers?

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III-27. If you have changed suppliers within the last 3 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

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III-28. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

**G** No      **G** Yes--Please identify the firms and indicate how you become aware of them.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-29. What characteristics does your firm consider when determining the quality of a supplier's **PRODUCT**?

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III-30. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase **PRODUCT** for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. 

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2. 

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3. 

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Other factors or comments: 

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III-31. How often does your firm purchase the **PRODUCT** that is offered at the lowest price?

**G** Always      **G** Usually      **G** Sometimes      **G** Never

III-32. a) What is the usual basis on which prices are quoted (e.g., f.o.b. warehouse, f.o.b. mill, delivered)?

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b) Are U.S.-inland transportation costs a major factor in your firm's consideration of which suppliers to source its **PRODUCT** requirements?

**G** No      **G** Yes

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

- III-33. Of the total cost of the **PRODUCT** that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source \_\_\_\_\_ percent

Source \_\_\_\_\_ percent

Source \_\_\_\_\_ percent

- III-34. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of **PRODUCT** influenced the U.S. wholesale market price of **PRODUCT** since **YEAR OF ORDER**?

**G** No

**G**

Yes--Please identify any such firm(s) and note the time period when the firm influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

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- III-35. How frequently does the price of the **PRODUCT** you are purchasing change?

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- III-36. How do you learn of supplier price changes?

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- III-37. What is the usual method of establishing a transaction price? Please include whether or not your suppliers distribute price lists and, if so, the percentage of sales that are discounted from list price.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-38. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the **PRODUCT** they sell to your firm?

**G** No

**G** Yes--Approximately what percent of your firm's total 1998 purchases of **PRODUCT** required some form of certification or pre-qualification?  
\_\_\_\_\_ percent

III-39. Please provide a general description of the **PRODUCT** purchased by your firm that requires supplier certification.

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III-40. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

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III-41. Since January 1, 1997, have any domestic or foreign producers ever failed in their attempts to qualify their **PRODUCT** with your firm or have any producers lost their approved status?

**G** No

**G** Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

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III-42. a) Please provide as a separate attachment to this questionnaire the following information: Identify and discuss any improvements/changes in the U.S. **PRODUCT** industry since **YEAR OF ORDER** and explain fully, to the extent possible, the factor(s), including the orders under review, that was/(were) responsible for each improvement/change.

b) Please discuss fully in a separate attachment to this request, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. **PRODUCT** industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-43. Does your firm purchase **PRODUCT** over the internet?

- G** No      **G** Yes--Please describe, noting the estimated percentage of your firm's total purchases of **PRODUCT** in 1999 accounted for by internet purchases.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

IV-1. Please indicate the countries of origin for **PRODUCT** for which your firm has actual marketing/pricing knowledge.

**G** United States

**G** COUNTRY

**G** Other countries (Please specify \_\_\_\_\_)

IV-2. Do the exact specifications of **PRODUCT** vary depending on the end-use application?

- G** No      **G** Yes--Please list the exact specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

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IV-3. Are imported and domestically produced **PRODUCT** used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____ vs _____	<b>G</b> Yes	<b>G</b> No--Please explain below.
_____ vs _____	<b>G</b> Yes	<b>G</b> No--Please explain below.
_____ vs _____	<b>G</b> Yes	<b>G</b> No--Please explain below.
_____ vs _____	<b>G</b> Yes	<b>G</b> No--Please explain below.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-4. Do you or your customers ever specifically order **PRODUCT** from one country in particular over other possible sources of supply?

**G** No

**G** Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why **PRODUCT** from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-5. Are certain grades/types/sizes of **PRODUCT** available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

**G** No

**G** Yes--Please identify the source and the grade/type/size.

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IV-6. Please indicate whether prices of **PRODUCT** from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries).

_____ vs _____	<b>G</b> Higher	<b>G</b> Lower	<b>G</b> Same
_____ vs _____	<b>G</b> Higher	<b>G</b> Lower	<b>G</b> Same
_____ vs _____	<b>G</b> Higher	<b>G</b> Lower	<b>G</b> Same
_____ vs _____	<b>G</b> Higher	<b>G</b> Lower	<b>G</b> Same

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

- IV-7. If you purchased **PRODUCT** from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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- IV-8. If you purchased imported **PRODUCT** during 1998, approximately how much higher would the price for the imported product have to have been before you would have purchased U.S.-produced **PRODUCT** instead (please specify by country, including imports from both subject and nonsubject countries)?

Country \_\_\_\_\_ percent higher

Country \_\_\_\_\_ percent higher

Country \_\_\_\_\_ percent higher

Comments: \_\_\_\_\_

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- IV-9. Since January 1, 1997, have the prices of U.S.-produced **PRODUCT** generally increased, decreased, or remained the same relative to prices of imported products (please specify by country, including imports from both subject and nonsubject countries)?

**G** Increased (specify countries \_\_\_\_\_)

**G** Decreased (specify countries \_\_\_\_\_)

**G** Remained the same (specify countries \_\_\_\_\_)

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-10. For the factors listed below, please rate how **PRODUCT** produced in each country you identified in your response to question IV-1 compares with **PRODUCT** produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to	_____	
(specify country)		(specify country)	
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Availability . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Delivery terms . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Delivery time . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Discounts offered . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Lowest price <sup>1</sup> . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Minimum qty requirements . . .	<b>G</b>	<b>G</b>	<b>G</b>
Packaging . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Product consistency . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Product quality . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Product range . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Reliability of supply . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Technical support/service . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Transportation network . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
U.S. transportation costs . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Other (specify):			
_____ . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
_____ . . . . .	<b>G</b>	<b>G</b>	<b>G</b>

<sup>1</sup> A rating of "superior" means that the price is generally lower. For example, if you report United States compared to **COUNTRY** and check "superior", this means that you rate the U.S. price as generally lower than the **COUNTRY** price. Conversely, if you were to check "inferior" in this example, you would be rating the U.S. price as being generally higher than the **COUNTRY** price.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-11. For the factors listed below, please rate each in terms of its importance in your purchase decision for **PRODUCT**.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Delivery terms . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Delivery time . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Discounts offered . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Lowest price . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Minimum qty requirements . . .	<b>G</b>	<b>G</b>	<b>G</b>
Packaging . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Product consistency . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Product quality . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Product range . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Reliability of supply . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Technical support/service . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Transportation network . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
U.S. transportation costs . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
Other (specify):			
_____ . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
_____ . . . . .	<b>G</b>	<b>G</b>	<b>G</b>
_____ . . . . .	<b>G</b>	<b>G</b>	<b>G</b>

**PART V.--PURCHASE PRICES**

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products from **COUNTRY** during January 1998-March 2000:

Product 1.--DEFINE

Product 2.--DEFINE

**COPY PAGES AS NECESSARY.** Complete a separate page for each of the specified products purchased by your firm. Indicate in the space provided the product for which pricing is reported.

**PURCHASES FROM U.S. PRODUCERS**

**PRODUCT IDENTIFICATION NUMBER:**<sup>1</sup> \_\_\_\_\_

<i>(Quantity in SPECIFY, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
<b>1998:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
<sup>1</sup> If your product does not meet the exact product specifications but is competitive with the specified product, provide a description of your product:   		

**PART V.--PURCHASE PRICES--Continued****PURCHASES OF IMPORTS FROM COUNTRY****PRODUCT IDENTIFICATION NUMBER:**<sup>1</sup> \_\_\_\_\_

<b>(Quantity in SPECIFY, value in dollars)</b>		
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value</b>
<b>1998:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
<sup>1</sup> If your product does not meet the exact product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		



**PART VI.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest suppliers for **PRODUCT** purchased during January 1998-March 2000. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of **PRODUCT** that each of these suppliers accounted for in 1999.

No.	Supplier's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 1999 purchases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					